

Engineering and Land Surveying Firm Lands New York Army Corps' Largest 8(a) Contract

Mineola, NY- The experience of Hirani Engineering and Land Surveying, proves that small businesses can in fact win a piece of the federal government's huge contracting pie. By way of the federal U.S. Small Business Administration's 8(a) Program, Mineola-based Hirani is now in the enviable position of completing a \$16 million dollar contract awarded last year by the Army Corps' New York District.

Founded in 1991, Hirani is a unique design-build engineering company with 60 full-time and 10 part-time employees with three offices in New York, New Jersey and Pennsylvania. In its first 10 years the company capitalized on minority-development contracts from New York state and had no knowledge of the SBA's 8(a) Program. The 8(a) Program is designed to help companies owned by socially- and economically disadvantaged individuals compete for federal contracts. Learning of the 8(a) Program, Hirani applied for and was accepted into the program in 2001. Hirani's workforce is also comprised of 70 percent women and minorities.

The \$16 million Army Corps contract is for building high-energy propellant facilities at New Jersey's Picatinny Arsenal, and is the largest 8(a) contract ever awarded by the New York Army Corps. That contract was followed by another successful bid last year to provide design services for the U.S. Air Force's Air Reserve Command, and yet another architect-engineer award with a 4-year annual year annual capacity of \$1.5 million for the U.S. Coast Guard.

Jitendra, “Jim” Hirani, president, said the success of his company is due to its four-cornerstone corporate philosophy: superior quality service to clients; responsiveness to the client’s goals and objectives; experience and dedication of employees and a commitment to employee enrichment. Those are good cornerstones for any small business. “Small disadvantaged and 8(a) businesses must learn to compete. It is hard work but it pays,” said Hirani. He added, “I believe that the harder I work, the luckier I will be.”

Hirani also has advice for other small businesses. “Identify the right opportunities for your business and pursue them with diligence. We won all of our five federal contracts in the past, one year through competition,” he said. Hirani also attributes his success in the federal contracting arena to the SBA’s New York District Office staff. According to Hirani, “Their technical and marketing support is invaluable, timely and always in line with our business plan.”

Jim Hirani is also active in the community. When he’s not hard at work, Hirani fosters successful entrepreneurship through active participation in the local business community. He is a board member of the Regional Alliance for Small Contractors, an industry partnership of major corporations in construction, small businesses and public agencies. The Alliance helps small, minority, woman-owned and disadvantaged businesses bid on and complete contracts. Hirani is always in the look-out for potential entrepreneurs that can benefit from his experience in the 8(a) Program.